

Message Text

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ACTION AF-04

INFO OCT-01 ISO-00 ONY-00 /005 W

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R 030600Z DEC 76

FM AMEMBASSY KHARTOUM

TO SECSTATE WASHDC 3073

C O N F I D E N T I A L KHARTOUM 3543

E.O. 11652: GDS

TAGS: MASS, SU

SUBJECT: CADILLAC-GAGE REP VISITS KHARTOUM

REF: A. STATE 286693, B. KHARTOUM 3402, C. KHARTOUM 3484

1. MIKE TOROK, MIDDLE EAST MARKETING MANAGER CADILLAC-GAGE COMPANY SAW DCM AND ECON CHIEF DEC 1 TO EXPLAIN COMPANY INTEREST IN SELLING COMMANDO V-150 ARMORED VEHICLES TO SUDAN. TOROK NOTED THAT IN MID-SIXTIES GOS HAD PURCHASED 52 V-100 VEHICLES, AND THAT SINCE THEN SUDANESE HAD BEEN TRYING TO BUY SPARES WITH LIMITED SUCCESS DUE TO LACK OF FOREIGN EXCHANGE. TOROK, WHO FOR TIME BEING OPERATES OUT OF LONDON, EXPLAINED THAT HIS HOME OFFICE HAD DIRECTED HIM TO EMBASSY TO DISCUSS POSSIBILITIES SELLING V-150S IN NEAR FUTURE. APPARENTLY COMPANY HAD BEEN BRIEFED BY DEPARTMENT.

2. DCM REVIEWED RECENT CHANGES IN US-SUDAN RELATIONS AND BRIEFED TOROK RE CURRENT MILITARY ACTIVITIES BETWEEN TWO COUNTRIES INCLUDING MODEST MAP TRAINING PROGRAM AND FMS ELIGIBILITY. TOROK WAS TOLD THAT DEVELOPMENTS WERE SO RECENT THAT IMPOSSIBLE TO SAY EXACTLY WHAT FMS TRANSACTIONS WILL TAKE PLACE AND WHAT TIMING WILL BE.

3. DCM EXPLAINED THAT IF TOROK MET WITH GOS OFFICIALS NOW, LATTER LIKELY TO INTERPRET HIS VISIT AS USG APPROVAL FOR RECENT INFORMAL REQUEST FOR APCS (REF C). THEREFORE, WE SUGGESTED THAT TOROK AVOID SEEING SUDANESE OFFICIALS WHO IN ANY CASE WERE UNLIKELY BE AVAILABLE UNTIL DEC 5 AT EARLIEST. TOROK AGREED; HE SAID HE GOING TO US FOR
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COMPANY MEETINGS IN DECEMBER. HE WISHES DISCUSS COMPANY'S

PLANS WITH AF/E (ILLING) IN MID-DECEMBER. DEPENDING ON SITUATION, TOROK SAID, CADILLAC-GAGE WILL WANT MAKE PRESENTATIONS TO GOS IN JANUARY.

4. COMMENT: NOT SURPRISING THAT COMPANIES BEGINNING TO GET WIND OF SUDANESE SHOPPING LIST. ANOTHER AMERICAN COMPANY, FMC, VISITED KHARTOUM TWO WEEKS AGO ALSO TO DISCUSS APCS, ALTHOUGH IN FMC CASE THEIR REPS DID MEET WITH GOS OFFICIALS. BREWER

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY SALES, MILITARY VEHICLES, MARKET OPPORTUNITIES
Control Number: n/a
Copy: SINGLE
Draft Date: 03 DEC 1976
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976KHARTO03543
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760448-0176
From: KHARTOUM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761276/aaaacnkv.tel
Line Count: 70
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: CONFIDENTIAL
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: ONLY
Reference: 76 STATE 286693, 76 KHARTOUM 3402, 76 KHARTOUM 3484
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 19 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 MAY 2004 by BoyleJA>; APPROVED <13 SEP 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CADILLAC-GAGE REP VISITS KHARTOUM
TAGS: MASS, BTRA, SU, US, FMC, CADILLAC-GAGE, (TOROK, MIKE)
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006